

# State of Vermont

Buildings and General Services  
 Engineering Division  
 2 Gov Aiken Ave Drawer 33  
 Montpelier VT 05633  
 USA

# CONTRACT



**Vendor ID 0000237278**  
**Mesa Contract Inc**  
**DBA Exerus Business Furniture**  
**4750 Shelburne Rd Ste 10**  
**Shelburne VT 05482**  
**USA**

**Phone #: 802-652-1061**

<b>Contract ID</b> 0000000000000000000012895		Page 1 of 5
<b>Contract Dates</b> 04/09/2008 to 01/31/2010		<b>Origin</b> CPS
<b>Description:</b> CPS-ERGONOMIC SEATING II		<b>Contract Maximum</b> \$999,999,999.00
<b>Buyer Name</b> McIntyre,John	<b>Buyer Phone</b>	<b>Contract Status</b> Approved

Line #	Item ID	Item Desc	UOM	Unit Price	Max Qty	Max Amt
1		SIT-ON-IT TR2 #40M.A15.C5.E3 MID-BACK TASK CHAIR W/MULTI FUNCTION ADJUSTMENT CONTROLS, SEAT DEPTH ADJUSTMENT AND ADJUSTABLE ARMS	EA	349.44000	0.00	0.00
2		SIT-ON-IT TR2 #40M.C5.E3 MID-BACK TASK CHAIR W/MULTI FUNCTION ADJUSTMENT CONTROLS, SEAT DEPTH ADJUSTMENT WITHOUT ARMS	EA	299.52000	0.00	0.00
3		SIT-ON-IT TR2 #40ME.A15.C5.E3 EXECUTIVE HIGH BACK TASK CHAIR W/MULTI FUNCTION ADJUSTMENT CONTROLS, SEAT DEPTH ADJUSTMENT AND ADJUSTABLE ARMS	EA	383.24000	0.00	0.00
4		SIT-ON-IT TR2 #40ME.C5.E3 EXECUTIVE HIGH BACK TASK CHAIR W/MULTI FUNCTION ADJUSTMENT CONTROLS, SEAT DEPTH ADJUSTMENT WITHOUT ARMS	EA	332.80000	0.00	0.00
5		SIT-ON-IT @ WORK # 6211M.A21.E3.C11 SIZE ONE TASK CHAIR (FOR SHORTER PEOPLE) W/MULTI FUNCTION ADJUSTMENT CONTROLS, SEAT DEPTH ADJUSTMENT AND ADJUSTABLE ARMS	EA	408.20000	0.00	0.00
6		SIT-ON-IT @ WORK # 6211M.E3.C11 SIZE ONE TASK CHAIR (FOR SHORTER PEOPLE) W/MULTI FUNCTION ADJUSTMENT CONTROLS, SEAT DEPTH ADJUSTMENT WITHOUT ARMS	EA	343.72000	0.00	0.00
7		SIT-ON-IT @ WORK # 6212M.A21.E3.C11 SIZE TWO TASK CHAIR (FOR MEDIUM TO TALL PEOPLE) W/MULTI FUNCTION ADJUSTMENT CONTROLS, SEAT DEPTH ADJUSTMENT AND ADJUSTABLE ARMS	EA	438.88000	0.00	0.00
8		SIT-ON-IT @ WORK # 6212M.E3.C11 SIZE TWO TASK CHAIR (FOR MEDIUM TO TALL PEOPLE) W/MULTI FUNCTION ADJUSTMENT CONTROLS, SEAT DEPTH ADJUSTMENT WITHOUT ARMS	EA	374.92000	0.00	0.00
9		SIT-ON-IT CENSUS #34M.A52.E3.C5 TASK CHAIR SIZE 1 (FOR SHORTER PEOPLE) W/MULTI FUNCTION ADJUSTMENT CONTROLS, SEAT DEPTH ADJUSTMENT AND ADJUSTABLE ARMS	EA	324.48000	0.00	0.00
10		SIT-ON-IT CENSUS #34M.E3.C5 ASK CHAIR SIZE 1 (FOR SHORTER PEOPLE) W/MULTI FUNCTION ADJUSTMENT CONTROLS, SEAT DEPTH ADJUSTMENT WITHOUT ARMS	EA	274.04000	0.00	0.00

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<b>Buyer Name</b> McIntyre,John	<b>Buyer Phone</b> Approved

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11		SIT-ON-IT CENSUS #35M.A52.E3.C5 TASK CHAIR SIZE 2 (FOR MEDIUM TO TALL PEOPLE) W/MULTI FUNCTION ADJUSTMENT CONTROLS, SEAT DEPTH ADJUSTMENT AND ADJUSTABLE ARMS	EA	335.40000	0.00	0.00
12		SIT-ON-IT CENSUS #35M.E3.C5 TASK CHAIR SIZE 2 (FOR MEDIUM TO TALL PEOPLE) W/MULTI FUNCTION ADJUSTMENT CONTROLS, SEAT DEPTH ADJUSTMENT WITHOUT ARMS	EA	284.96000	0.00	0.00
13		SIT-ON-IT REALIGN #681M.A73.E3.C11 MID-BACK TASK CHAIR W/MULTI FUNCTION ADJUSTMENT CONTROLS, SEAT DEPTH ADJUSTMENT AND ADJUSTABLE ARMS	EA	349.96000	0.00	0.00
14		SIT-ON-IT REALIGN #681M.E3.C11 MID-BACK TASK CHAIR W/MULTI FUNCTION ADJUSTMENT CONTROLS, SEAT DEPTH ADJUSTMENT WITHOUT ARMS	EA	299.52000	0.00	0.00
15		SIT-ON-IT REALIGN #682M.A73.E3.C11 HIGH BACK TASK CHAIR W/MULTI FUNCTION ADJUSTMENT CONTROLS, SEAT DEPTH ADJUSTMENT AND ADJUSTABLE ARMS	EA	383.24000	0.00	0.00
16		SIT-ON-IT REALIGN #682M.E3.C11 HIGH BACK TASK CHAIR W/MULTI FUNCTION ADJUSTMENT CONTROLS, SEAT DEPTH ADJUSTMENT WITHOUT ARMS	EA	332.80000	0.00	0.00
17		HON #7828 MID-BACK HIGH PERFORMANCE TASK CHAIR W/MULTI- FUNCTION ADJUSTMENT CONTROLS, SEAT SLIDE AND ADJUSTABLE ARMS	EA	264.15000	0.00	0.00
18		HON #7848 MID-BACK HIGH PERFORMANCE TASK CHAIR W/MULTI- FUNCTION ADJUSTMENT CONTROLS, SEAT SLIDE WITHOUT ARMS	EA	231.30000	0.00	0.00
19		HON #7808 HIGH BACK PERFORMANCE TASK CHAIR W/MULTI- FUNCTION ADJUSTMENT CONTROLS, SEAT SLIDE AND ADJUSTABLE ARMS	EA	283.05000	0.00	0.00
20		HON #7818 HIGH BACK HIGH PERFORMANCE TASK CHAIR W/MULTI- FUNCTION ADJUSTMENT CONTROLS, SEAT SLIDE WITHOUT ARMS	EA	247.95000	0.00	0.00
21		KNOLL RPM # 8P4-2-A5KH ADVANCED MODEL WITH MULTI-FUNCTION ADJUSTMENT CONTROLS, SEAT SLIDE AND ADJUSTABLE ARMS	EA	426.72000	0.00	0.00
22		KNOLL RPM # 8C4-2-A5KH ADVANCED MODEL WITH MULTI-FUNCTION ADJUSTMENT CONTROLS, SEAT SLIDE WITHOUT ARMS	EA	380.16000	0.00	0.00

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Line #	Item ID	Item Desc	UOM	Unit Price	Max Qty	Max Amt
23		KNOLL ESSENTIALS PRO #77WMB2SYHA5SLHC MID-BACK TASK CHAIR, SYNCHRONIZED TILT CONTROL, SEAT SLIDE AND ADJUSTABLE ARMS	EA	343.50000	0.00	0.00
24		KNOLL ESSENTIALS PRO #77WMB2SYNA5SLHC MID-BACK TASK CHAIR, SYNCHRONIZED TILT CONTROL, SEAT SLIDE WITHOUT ARMS	EA	304.50000	0.00	0.00
25		KNOLL ESSENTIALS PRO #77WHB2SYHA5SLHC HIGH BACK TASK CHAIR, SYNCHRONIZED TILT CONTROL, SEAT SLIDE AND ADJUSTABLE ARMS	EA	369.00000	0.00	0.00
26		KNOLL ESSENTIALS PRO #77WHB2SYNA5SLHC HIGH BACK TASK CHAIR, SYNCHRONIZED TILT CONTROL, SEAT SLIDE WITHOUT ARMS	EA	330.00000	0.00	0.00
27		KNOLL RPM SHORT CYLINDER # 8P4-2-ALKH ADVANCED MODEL WITH MULTI-FUNCTION ADJUSTMENT CONTROLS, SEAT SLIDE AND ADJUSTABLE ARMS	EA	426.72000	0.00	0.00
28		KNOLL RPM SHORT CYLINDER # 8C4-2-ALKH ADVANCED MODEL WITH MULTI-FUNCTION ADJUSTMENT CONTROLS, SEAT SLIDE WITHOUT ARMS	EA	380.16000	0.00	0.00
29		KNOLL ESSENTIALS PRO SHORT CYLINDER #77WMB2SYHALSLHC MID-BACK TASK CHAIR, SYNCHRONIZED TILT CONTROL, SEAT SLIDE AND ADJUSTABLE ARMS	EA	377.00000	0.00	0.00
30		KNOLL ESSENTIALS PRO SHORT CYLINDER #77WMB2SYNALS LHC MID-BACK TASK CHAIR, SYNCHRONIZED TILT CONTROL, SEAT SLIDE AND ADJUSTABLE ARMS	EA	338.00000	0.00	0.00
31		KNOLL ESSENTIALS PRO SHORT CYLINDER #77WHB2SYHALSLHC HIGH BACK TASK CHAIR, SYNCHRONIZED TILT CONTROL, SEAT SLIDE AND ADJUSTABLE ARMS	EA	402.50000	0.00	0.00
32		KNOLL ESSENTIALS PRO SHORT CYLINDER #77WHB2SYNALS LHC HIGH BACK TASK CHAIR, SYNCHRONIZED TILT CONTROL, SEAT SLIDE WITHOUT ARMS	EA	363.50000	0.00	0.00
33		HON 24 HOUR # 7754 TASK CHAIR WITH ADJUSTABLE ARMS, ADJUSTABLE BACK & SEAT GLIDE	EA	283.05000	0.00	0.00
34		HON 24 HOUR # 7744 TASK CHAIR W/ ADJUSTABLE BACK & SEAT GLIDE WITHOUT ARMS,	EA	240.75000	0.00	0.00

CONTRACT TERMS AND ADDITIONAL INFORMATION

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CHAIRS ON THIS AND OTHER ERGONOMIC SEATING CONTRACTS HAVE BEEN REVIEWED BY THE RISK MANAGEMENT DIVISION. PURCHASE OF NON-CONTRACT CHAIRS MAY NOT BE UNDERTAKEN WITHOUT THE APPROVAL OF RMD AND PURCHASING.

THIS CONTRACT IS WRITTEN IN ACCORDANCE WITH THE STATE'S REQUEST FOR PROPOSAL ENTITLED "ERGONOMIC SEATING" DATED 7/23/2007 AND THE CONTRACTOR'S RESPONSE DATED 8/14/07. BOTH DOCUMENTS ARE INCORPORATED AND WILL ESTABLISH THE TERMS AND CONDITIONS UNLESS OTHERWISE NOTED.

THIS CONTRACT IS WRITTEN FOR A PERIOD OF TWO YEARS WITH AN OPTION TO RENEW FOR TWO ADDITIONAL ONE YEAR PERIODS.

PRICE: PRICE FOR SIT-ON-IT CHAIRS WILL BE 48% OFF THEIR CURRENT PRICE BOOK. DISCOUNT FOR HON CHAIRS WILL BE 55%. FOR KNOLL RPM MODELS THE DISCOUNT IS 52% AND FOR ESSENTIALS PRO MODELS IT WILL BE 50%. THE PERCENTAGES WILL REMAIN THE SAME THROUGHOUT THE LIFE OF THE CONTRACT. NEW PRICE BOOKS MAY BE INTRODUCED WITH 30 DAYS ADVANCED NOTICE TO PURCHASING & CONTRACT ADMINISTRATION.

ALL CHAIRS ARE PRICED WITH BASE FABRIC. OTHER FABRIC OFFERINGS MAY BE SELECTED AT AN INCREASED PRICE. DEALER WILL PROVIDE QUOTATION PRIOR TO ORDERING. A VARIETY OF CASTORS IS ALSO AVAILABLE.

CONTRACTOR WILL BE EXPECTED TO STOCK A NUMBER OF CONTRACT CHAIRS TO MEET THE REQUIREMENTS OF DEPARTMENTS THAT DO NOT HAVE A COLOR PREFERENCE. ORDERS SHOULD BE SCREENED AND IF THE MODEL OF CHAIR IS IN STOCK BUT IN ANOTHER COLOR, A CALL WILL BE PLACED TO DETERMINE IF THEY WILL ACCEPT WHAT IS ON HAND.

CONTRACTOR MUST SUPPLY DEMONSTRATION CHAIRS FOR EVALUATION PURPOSES AT NO CHARGE. THESE CHAIRS SHALL BE DELIVERED TO THE REQUESTOR'S OFFICE AND INSTRUCTIONS IN THEIR USE PROVIDED. THE EVALUATION PERIOD WILL BE A MINIMUM OF ONE WEEK.

CONTRACTOR MUST DELIVER CHAIRS FREE OF CHARGE TO ANY LOCATION WITHIN THE STATE, PLACE THE CHAIR AT THE WORKSTATION AND INSTRUCT THE USER IN ITS OPERATION. ANY BOXES, TAGS, OR PACKING MATERIAL WILL BE REMOVED FROM THE PREMISES.

CONTRACTORS MUST PROVIDE PRE-SALES SUPPORT IN SELECTING AND DEMONSTRATING THE CHAIRS.

CONTRACTOR MUST SUPPLY THE STATE A SALES REPORT THAT WILL AT A MINIMUM, LIST THE PRODUCT AND QUANTITY PURCHASED, THE PURCHASER, AND PRICE PAID. SUCH REPORTS WILL BE SUPPLIED EVERY QUARTER DURING THE LIFE OF THIS CONTRACT.

VENDOR CONTACT: DON GILL OR CHRIS ECHO PHONE: 802-383-1770 FAX: 802-658-6917

ATTACHMENT: PURCHASING AND CONTRACT ADMINISTRATION TERMS AND CONDITIONS DATED 01/01/2007 ARE ATTACHED AND INCORPORATED AS PART OF THIS CONTRACT.

QUANTITY: QUANTITIES ARE ESTIMATED ONLY BASED ON PRIOR USAGE AND MAY BE INCREASED OR DECREASED TO MEET ACTUAL REQUIREMENTS.

QUALITY: ALL PRODUCTS PROVIDED UNDER THESE AGREEMENTS WILL BE NEW AND UNUSED, UNLESS OTHERWISE STATED. FACTORY SECONDS OR REMANUFACTURED PRODUCTS WILL NOT BE ACCEPTED UNLESS SPECIFICALLY REQUESTED BY THE PURCHASING AGENCY. ALL PRODUCTS PROVIDED BY THE CONTRACTOR MUST MEET ALL FEDERAL, STATE AND LOCAL STANDARDS FOR QUALITY AND SAFETY REQUIREMENTS. PRODUCTS NOT MEETING THESE STANDARDS WILL BE DEEMED UNACCEPTABLE AND RETURNED TO THE CONTRACTOR FOR CREDIT AT NO CHARGE TO THE STATE.

METHOD OF ORDERING: PURCHASE ORDERS MUST BE USED TO ORDER ITEMS AVAILABLE UNDER THIS CONTRACT. IF VERBAL ORDERS ARE GIVEN A CONFIRMING PURCHASE ORDER MUST BE ISSUED.

CANCELLATION: THE STATE SPECIFICALLY RESERVES THE RIGHT TO CANCEL THE CONTRACT OR ANY PORTION THEREOF PROVIDING, IN THE OPINION OF ITS COMMISSIONER OF BUILDINGS AND GENERAL SERVICES, THE SERVICES OR MATERIALS SUPPLIED BY THE CONTRACTOR ARE NOT SATISFACTORY OR CONSISTENT WITH THE TERMS OF THE CONTRACT.

DELIVERY: ALL PRICING INCLUDES F.O.B. DELIVERY TO THE ORDERING FACILITY. NO REQUEST FOR EXTRA DELIVERY COST WILL BE HONORED. LIABILITY FOR PRODUCT DELIVERY REMAINS WITH THE CONTRACTOR UNTIL PROPERLY DELIVERED AND

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SIGNED FOR IN ACCORDANCE WITH THE DIVISION OF PURCHASING AND CONTRACT ADMINISTRATIONS TERMS AND CONDITIONS. SHIPMENTS SHALL BE SECURELY AND PROPERLY PACKED, ACCORDING TO ACCEPTED COMMERCIAL PRACTICE. DELIVERIES, WHICH DO NOT CONFORM TO THE SPECIFICATIONS OR ARE NOT IN GOOD CONDITION UPON RECEIPT, SHALL BE REPLACED PROMPTLY BY THE CONTRACTOR.

INVOICING: ALL INVOICES ARE TO BE RENDERED BY THE CONTRACTOR IN DUPLICATE ON THE VENDOR'S STANDARD BILLHEAD AND FORWARDED DIRECTLY TO THE INSTITUTION OR AGENCY ORDERING MATERIALS OR SERVICES.

DEFAULT: IN CASE OF DEFAULT OF THE CONTRACTOR, THE STATE MAY PROCURE THE MATERIALS OR SUPPLIES FROM OTHER SOURCES AND HOLD THE CONTRACTOR RESPONSIBLE FOR ANY EXCESS COST OCCASIONED THEREBY, PROVIDED, THAT IF PUBLIC NECESSITY REQUIRES THE USE OF MATERIALS OR SUPPLIES NOT CONFORMING TO THE SPECIFICATIONS THEY MAY BE ACCEPTED AND PAYMENT THEREFORE SHALL BE MADE AT A PROPER REDUCTION IN PRICE.

THIS CONTRACT IS ALSO ISSUED ON BEHALF OF THE VERMONT STATE COLLEGES INC., A SEPARATE CORPORATION, HAVING UNDER ITS JURISDICTION CASTLETON STATE COLLEGE, JOHNSON STATE COLLEGE, LYNDON STATE COLLEGE, COMMUNITY COLLEGE OF VT AND THE VERMONT TECHNICAL COLLEGE. THIS ALSO APPLIES TO THE UNIVERSITY OF VERMONT.

POLITICAL SUBDIVISIONS AND INDEPENDENT COLLEGES OF THE STATE MAY PARTICIPATE IN THIS CONTRACT AT THE SAME PRICES, TERMS AND CONDITIONS. ITEMS FURNISHED TO POLITICAL SUBDIVISIONS AND INDEPENDENT COLLEGES WILL BE BILLED DIRECTLY TO AND PAID FOR BY THE POLITICAL SUBDIVISIONS OR INDEPENDENT COLLEGES AND NEITHER THE STATE NOR ITS COMMISSIONER OF BUILDINGS & GENERAL SERVICES PERSONALLY OR OFFICIALLY ASSUMES ANY RESPONSIBILITY.

AGENCIES & DEPARTMENTS ARE REQUESTED TO ADVISE THE PURCHASING AGENT AT ONCE OF THE FAILURE ON THE PART OF THE CONTRACTOR TO FULFILL ANY OF THE TERMS OR CONDITIONS OF THIS CONTRACT.

PLEASE REFER TO THE ASSIGNED CONTRACT NUMBER/PURCHASE ORDER # ON ALL CORRESPONDENCE, DELIVERY DOCUMENTS AND INVOICES.

CUSTOMER SATISFACTION SURVEY: TO HELP US UNDERSTAND HOW WE CAN BETTER SERVE YOU, WE ARE INTERESTED IN RECEIVING YOUR COMMENTS REGARDING THE QUALITY OF SERVICE YOU RECEIVED IN YOUR MOST RECENT INTERACTION WITH THE DEPARTMENT OF BUILDINGS & GENERAL SERVICES (BGS). PLEASE COMPLETE THE ON-LINE CUSTOMER COMMENT FORM AT: [http://www.bgs.state.vt.us/forms/bgs\\_surveys/index.php?type=customer&action=customer](http://www.bgs.state.vt.us/forms/bgs_surveys/index.php?type=customer&action=customer)

IF YOU HAVE ANY QUESTIONS REGARDING THIS DOCUMENT PLEASE CONTACT:  
JOHN McINTYRE  
PURCHASING AGENT  
802-828-2210  
FAX 802-828-2222  
john.mcintyre@state.vt.us

**WE THE UNDERSIGNED PARTIES AGREE TO BE BOUND BY THIS CONTRACT**

**By the STATE of VERMONT**

**By the CONTRACTOR**

Date: \_\_\_\_\_

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Title: \_\_\_\_\_

Email: \_\_\_\_\_

Email: \_\_\_\_\_